



FIG. 20

Fuel Policy Cost Benefit Projection Analysis

The most effective way to quantify the savings from the GE Electronic Fuel Management Program is to itemize the various additional fuel expenses your fleet may be experiencing. The following analysis quantifies where a fleet could realize savings based on historical experience within the fleet industry.

270

Assumptions

| <u>Vehicle Types</u> | <u>Number of Vehicles</u> | <u>Annual Miles per Vehicle</u> | <u>Miles Per Gallon</u> | <u>Gallons Per Fill</u> | <u>Price Per Gallon</u> | <u>Annual Fuel Cost</u> |
|----------------------|---------------------------|---------------------------------|-------------------------|-------------------------|-------------------------|-------------------------|
| Fullsize Car | 10 | 25,000 | 18.3 | 15.2 | \$1.55 | \$21,174.86 |
| Luxury Car | 10 | 25,000 | 17.20 | 14.80 | \$1.55 | \$22,529.07 |
| SUV | 10 | 25,000 | 13.60 | 19.20 | \$1.55 | \$28,492.64 |

| | |
|-------------------------------------|--------------------|
| Total Number of Vehicles | 30 |
| Dollar Differential on Premium Fuel | \$0.18 |
| Annual Gallons Purchased | 46,578 |
| Total Annual Fuel Costs | \$72,196.58 |

Control Item
 Unauthorized Fuel Purchases
 Unnecessary Premium Purchases
 "Other" Items (lunch, soda, etc.)
 Internal Receipt Process (per receipt)

Current Avg. Cost

3%
 20%
 5%
 \$0.15

(total annual fuel cost X unauthorized fuel)
 (gallons X unnec. prem. X \$ diff. prem.)
 (total annual fuel costs X other items)
 (# of vehicles X fill-ups X int. rec. processing)

Item Cost Per Year

\$2,165.90
 \$1,676.82
 \$3,609.83
 \$425.74

Potential Total Savings
 Service Fee

\$7,878.29
 \$720.00

Potential Annual Net Savings

\$7,158

These cost savings are estimates and may vary depending on your particular usage.